

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY WELLINGTON

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E.O. 11652: N/A

TAGS: EAIR, NZ

SUBJECT: CIVAIR: REQUEST FOR CONSULTATIONS

1. REQUEST EMBASSY PRESENT NOTE TO GNZ CALLING FOR CIVAIR CONSULTATIONS TO DISCUSS PROBLEMS CONCERNING PRESENT CAPACITY, ANZ'S PLANS TO INCREASE FREQUENCIES NOVEMBER 1, ANZ'S LOS ANGELES INTERCHANGE WITH BRITISH AIRWAYS, AND CONDITIONS ON NZ-UK EXCURSION FARES.

2. PRELIMINARY REVIEW OF US-NZ CIVAIR TRAFFIC STATISTICS (1973-75) SHOW TOTAL NUMBER OF PASSENGERS HAVE INCREASED 36 PERCENT (FROM 84,000 TO 114,000); PAA MARKET SHARE DECLINED 24.6 PERCENT TO 15.6 PERCENT; AND ITS SEAT FACTOR IMPROVED SLIGHTLY FROM 19 PERCENT TO 21 PERCENT. ALSO, SUBSTANTIAL SHARE OF ANZ PASSENGERS ARE TRAVELING PRIMARILY FROM NZ TO UK OR US TO AUSTRALIA AND ARE NOT REALLY NZ-US PASSENGERS. ANZ'S CONTINUED INCREASE OF FREQUENCIES WILL VIRTUALLY PRECLUDE PAN AM FROM ATTAINING

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CLOSER CAPACITY BALANCE IN FUTURE.

3. TEXT OF LETTER SHOULD INCLUDE FOLLOWING LANGUAGE:

QUOTE: "...AND REFERS TO THE US-NZ AVIATION TRANSPORT SERVICES AGREEMENT, THE AGREED MINUTE OF JUNE 24, 1964 AND

THE NZ EMBASSY'S LETTER OF MARCH 30, 1976, CONCERNING AIR NEW ZEALAND'S PROPOSAL TO ADD A NINTH WEEKLY SERVICE BETWEEN AUCKLAND AND LOS ANGELES, EFFECTIVE NOVEMBER 1, 1976.

"PRELIMINARY RESULTS OF A STUDY OF THE LEVEL AND NATURE OF SERVICE BETWEEN THE UNITED STATES AND NEW ZEALAND CAUSES THE US GOVERNMENT GRAVE CONCERN REGARDING THE CAPACITY PRESENTLY OFFERED BY THE AIRLINES AND THE COMPOSITION OF THE TRAFFIC BEING CARRIED. IT BELIEVES THAT THIS SITUATION IS, IN PART, A PRODUCT OF AIR NEW ZEALAND'S LOS ANGELES INTERCHANGE WITH BRITISH AIRWAYS AND THAT AIR NEW ZEALAND'S PROPOSAL TO INCREASE ITS SERVICE TO NINE WEEKLY FREQUENCIES WILL ONLY EXACERBATE THE SITUATION. THEREFORE, THE US GOVERNMENT REQUESTS CONSULTATIONS WITH THE NEW ZEALAND GOVERNMENT TO REVIEW, UNDER ARTICLES 9 AND 10 OF THE AVIATION TRANSPORT SERVICES AGREEMENT, THE CAPACITY OFFERED BY THE AIRLINES IN THE LAST SEVERAL YEARS RELATIVE TO THE LEVEL AND NATURE OF THE TRAFFIC THAT HAS BEEN GENERATED, AND TO DISCUSS, UNDER THE 1964 AGREED MINUTE, AIR NEW ZEALAND'S PROPOSED FREQUENCY INCREASE.

"THE CONSULTATIONS WILL ALSO PROVIDE AN OPPORTUNITY TO DISCUSS THE EFFECT OF THE LOS ANGELES INTERCHANGE, THE CONTINUING PROBLEM OF THE CONDITIONS OF THE NZ-UK EXCURSION FARES AND OTHER MATTERS OF MUTUAL INTEREST.

"THE US GOVERNMENT WOULD BE PLEASED TO MEET IN WELLINGTON WITH THE NEW ZEALAND CIVIL AIR AUTHORITIES AT THE EARLIEST CONVENIENT DATE." END QUOTE. KISSINGER

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